

Title: **NEW ADB BUSINESS OPPORTUNITIES,
PROPOSED TECHNICAL ASSISTANCE
PROJECTS UNDER GRANT PROGRAMS
MAY 2006**

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This report alerts U.S. firms to **US\$ 17.6 million** in new technical assistance projects under the grant programs being administered by the Asian Development Bank for which consulting services may or may not be required. Opportunities are reported for Nepal. From January to September 2005, U.S. firms, including many small consulting firms, succeeded in winning US\$35.135 million ADB-funded national technical assistance contracts out of a total ADB-financed consulting budget of US\$302.867 million.

The ADB selects a consultant for a TA grant based on its prior Expression of Interest (EOI). An EOI can be transmitted on-line through the ADB's website (www.adb.org); afterward it will be acknowledged automatically. Firms may opt to send a hardcopy follow-up EOI addressed to Mr. Robert J. Robertson, Director, Consulting Services Division, with a copy to the ADB Project Officer. The EOI should relate a firm's experience and expertise to the ADB project. It is important for a U.S. firm to emphasize its similar project experience in the country, or in a similar geographic area, rather than present a general profile of its consulting activities. A separate EOI should be submitted for each project. The project name indicated in the EOI should exactly match that listed in the ADB Business Opportunities publication to avoid confusion.

To be considered for employment, consulting firms must register on the ADB's DACON (Data on Consulting Firms) system, or for individual consultants on the DICON (Data on Individual Consultants) system. Otherwise, their EOIs will not be accepted. DACON and DICON registration can be done on-line at www.adb.org/consulting.

ADB's DACON (<http://www.adb.org/Consulting/dacon.asp>) is a database of firms and other organizations from the ADB's member countries that are qualified to provide consulting services for ADB projects. The DACON contains information on the experience and capacity of the firms and organizations. ADB requires firms or organizations to register on the DACON so that the ADB can consider them for short-listing for a technical assistance project. The term "firm or organization" covers all sources of consultants, such as consulting firms, government agencies, public sector organizations, national and international institutions and non-government organizations.

The DICON (<http://www.adb.org/Consulting/dicon.asp>) system contains the names of persons who are citizens of ADB's member countries; are at the forefront of their respective fields; and may be practicing consultants or employees, whose organizations are prepared to release them for short periods to serve ADB; or retired persons with special experience who are still active.

Firms may also send a notification copy of their EOIs to the U.S. mailing address for the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov. Information about these projects are likewise available on our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

The following technical assistance grant projects are reprinted with permission from the Asian Development Bank from the ADB Website (<http://www.adb.org>) and appeared for the first time in April 2006. For more information on development in Asia and the Pacific, see <http://www.adb.org>.

TECHNICAL ASSISTANCE GRANT PROJECTS, MAY 2006

A. NEPAL

Project Name : **Commercial Agriculture Development**
Project No. : NEP 34308-02
Executing Agency : Ministry of Agriculture and Cooperatives
Contact: Mr. Ganesh Kumar KC, Secretary
Grant Amount : US\$ 17,600,000.00
Sector/Sub-sector : Agriculture & Natural Resources /
Agriculture Sector Development

Objectives and Scope:

The project objective is to establish a network of competitive and innovative agricultural value chains in the Eastern Development Region (EDR). This will contribute to the overall goal of improving rural incomes by sustainably increasing the level of commercialization of agriculture. To achieve the overall objective of moving to a higher level of commercial agriculture in the EDR, the Project is structured in four interlinked parts: (i) facilitate formation of functional value chains to support commercialization of agriculture, (ii) facilitate access to credit for commercial agriculture, (iii) build supporting capacity among farmer groups and institutions that provide services for commercial agriculture, and (iv) project management. Project components will, in particular, address market failures related to formation of commercial organizations, provision of information, risk sharing, and investment in new technology and infrastructure. Project components are interconnected and will reinforce each other.

Consulting Services: A team of consultants will be engaged, through two firms, by the Ministry of Agriculture and Cooperatives (MOAC) to support project management, and to provide technical advice and assistance in implementing specific interventions. The consulting services requirement is estimated at a total of 420 person-months, comprising of 103 international and 317 domestic person-months. Two key experts, the international advisor and the lawyer, will be recruited individually.

Environmental Assessment: To be determined.

Project Processing Stage: Fact-finding Mission completed: 14 February 2004.

Recruitment of Consultants: Recruitment of consultants is expected to take place in 2nd quarter of 2007.

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